

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 201035Z JUN 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 8952

INFO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

UNCLAS KARACHI 1231

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: SPECIALIZED TRADE MISSIONS -- INCREASED

ADVANCE OFFICER ACTIVITIES

REF: (A) STATE A-9156, DEC 13, 1974, (B) ISLAMABAD

A-36, MAR 7, 1975, (C) STATE 140278

1. DURING THE TRIAL PERIOD FROM JANUARY 1 TO JUNE 30, 1975 CONGEN KARACHI HAS HOSTED ONE SPECIALIZED TRADE MISSION ON SHIPBUILDING AND PORT EQUIPMENT. THIS MISSION, CONSISTING OF REPRESENTATIVES OF TEN PROMINENT AMERICAN FIRMS, VISITED KARACHI APRIL 18-22, 1975. RECRUITMENT FOR MISSION DID NOT COMMENCE UNTIL A VERY LATE DATE AND THEREFORE IT WAS NOT POSSIBLE FOR THE ADVANCE OFFICER TO OPERATE WITHIN THE GUIDELINES OF STATE A-9156. INSTEAD, THE ADVANCE OFFICER VISITED KARACHI FOR TWO WORKING DAYS ABOUT THREE WEEKS PRIOR TO THE MISSION'S ARRIVAL AND WORKED WITH CONGEN OFFICERS TO CONFIRM BUDGET, ADMINISTRATIVE ARRANGMENTS AND APPROVE THE TRADE MISSION PROGRAM ALREADY PREPARED BY THE CONGEN. ACTUAL PROGRAM ARRANGMENTS, INCLUDING GROUP AND INDIVIDUAL APPOINTMENTS, ETC. WERE MADE BY CONGEN OFFICERS AS HAS BEEN THE CASE WITH ALL PREVIOUS TRADE MISSIONS TO KARACHI. THE SHIPBUILDING, PORT CONSTRUCTION AND MAINTENANCE EQUIPMENT TRADE MISSION TO PAKISTAN WAS A COMPLETE SUCCESS.

2. IN VIEW OF THE FOREGOING, POST IS UNABLE PROVIDE PERTINENT COMMENTS REGARDING THE EFFECTIVENESS OF THE PROPOSAL
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TO INCREASE ADVANCE OFFICER S ACTIVITIES AS OUTLINED IN

REF A. HOWEVER, WE AGREE WITH THE POSITION TAKEN IN REF B THAT AT POSTS HAVING COMPETENT AND INTERESTED LOCAL AND AMERICAN COMMERCIAL STAFF, A SIGNIFICANT INCREASE IN ADVANCE OFFICER'S ACTIVITIES WOULD APPEAR TO BE UNNECESSARY AND POSSIBLY COUNTER-PRODUCTIVE. POST FULLY ENDORSES THE BALANCED ASSESSMENT CONTAINED REF B. WE CONTINUE TO BELIEVE THAT THE PREVIOUS DEGREE OF ADVANCE OFFICER ASSISTANCE IS SUFFICIENT. THE ADEQUACY OF AN ADVANCE OFFICER VISIT OF TWO FULL WORKING DAYS WAS AGAIN BORN OUT BY OUR EXPERIENCE WITH THE PORT MACHINERY TRADE MISSION IN APRIL.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KARACH01231
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750215-0616
From: KARACHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750631/aaaabcbn.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE A-9156, 75 DEC 13, 75 1974
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <10 MAR 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIALIZED TRADE MISSIONS -- INCREASED ADVANCE OFFICER ACTIVITIES
TAGS: BEXP, PK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006